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[PDF] *Consumer Decision Making in Online Shopping Environments: The Effects of Interactive Decision Aids

G Haeubl, V Trifts - Marketing Science, 2000 - busi.mun.ca

... each of these tools on consumers' **search** for product ... of their **purchase decisions** in an **online** store ... The **results** of a controlled experiment indicate that each ...

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The Effects of Product Class Knowledge on Information Search Behavior

M Brucks - Journal of Consumer Research, 1985 - UChicago Press

... Cognitive source and clothing retail: Some **results** from an ... knowledge types on the consumer **search** process: An ... Management 13:3, 214-230 **Online** publication date ...

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[PDF] •An online prepurchase intentions model: the role of intention to search

S Shim, MA Eastlick, SL Lotz, P Warrington - Journal of Retailing, 2001 - itu.dk

... In this study, an **Online** Prepurchase Intentions Model is proposed and ... The **results** show that intention to use the Internet to **search** for information was not ...

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Buying, Searching, or Browsing: Differentiating Between **Online** Shoppers Using In-Store Navigational ...

WW Moe - Journal of Consumer Psychology, 2003 - Lawrence Earlbaum

... to ex- amine consumer **search** behavior in ... The **result** has been a cornucopia of ... interstore comparisons across multiple **online** re- tailersaswellasintrastorebehavior ...

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Measuring the Involvement Construct - *ua.edu (POF)

JL Zaichkowsky - Journal of Consumer Research, 1985 - UChicago Press

... Expalaining diffeerences in **purchase** involvement and external **search**. ... 16:2, 1-10

Online publication date: 1 ... Do source and anonymity affect mail survey results?. ...

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The Influence of Anticipating Regret and Responsibility on Purchase Decisions

I Simonson - Journal of Consumer Research, 1992 - UChicago Press

... doing nothing: Forms of **decision** avoidance **result** from reason ... (2001) CONSUMER RESEARCH: In **Search** of Identity ... of Psychology 52:1, 249-275 **Online** publication date ...

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What attracts customers to **online** stores, and what keeps them coming back?

DJ Reibstein - Journal of the Academy of Marketing Science, 2002 - Springer

... have more information and that the ease of search is higher; as a result, consumers

will be ... customers to repeat purchase at a particular online merchant. ...

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D Ariely, I Simonson - Journal of Consumer Psychology, 2003 - Lawrence Earlbaum

... In addition, we present the **results** of three ... the narrow auction context, consumers under-search and, consequently ... are likely to apply to online auctions as they ...

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[CITATION] A test of services marketing theory: consumer information acquisition activities

KB Murray - Journal of Marketing, 1991 - JSTOR

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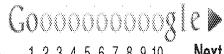
G Haubl, V Trifts - Marketing Science, 2000 - mktsci.journal.informs.org

... page A. Duhachek, AT Coughlan, and D. lacobucci Results on the ... A Fuzzy Set Model

of **Search** and Consideration with an Application to an **Online** Market **Marketing** ...

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